

## Message Text

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TEL AVIV FOR AMBASSADOR

E.O. 11652: N/A  
TAGS: BEXP, EEWT, UR  
SUBJECT: MEETING WITH KH. G. OGANESYAN AT USSR CHAMBER OF COMMERCE

1. ECON/COMM COUNSELOR, COMATT AND DEPDIR USCO MET FOR NINETY MINUTES WITH KH. G. OGANESYAN, CHIEF, DEPARTMENT OF INTERNATIONAL AND FOREIGN EXHIBITS, AT SOVIET CHAMBER OF COMMERCE ON DEC. 21, 1976 TO DISCUSS SEVERAL ASPECTS OF U.S. TRADE PROMOTION PROGRAM IN USSR. AMONG TOPICS DISCUSSED WERE: (A) BASIC RULES FOR WORKING WITH CHAMBER IN SCHEDULING AND CARRYING OUT BEWT SPONSORED TRADE PROMOTION EVENTS, BOTH THOSE HELD IN USCO AND U.S. PARTICIPATION IN LARGER EXHIBITIONS SPONSORED BY CHAMBER ITSELF; (B) OUR APPLICATION FOR BUSINESS DEVELOPMENT OFFICE AT "MEDITSINSKAYA APPARATURA 77" IN TASHKENT NEXT MARCH; (C) ALLOCATION OF SPACE FOR U.S. PAVILIONS AT "ELEKTRO 77" AND "CHEMISTRY 77"; (D) DIVISION OF RESPONSIBILITIES IN INVITING SOVIET SPECIALISTS TO ATTEND TECHNICAL SEMINAR/MINI-EXHIBITS IN USCO. A BRIEF SUMMARY OF DISCUSSION ON EACH TOPIC FOLLOWS:

2. RULES FOR COOPERATING WITH CHAMBER: IN GENERAL, OGANESYAN THOUGHT THAT PROCEDURES WORKED OUT BETWEEN HIS OFFICE AND LIMITED OFFICIAL USE

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ECON/COMM COUNSELOR'S PREDECESSOR HAD WORKED OUT RATHER WELL. (NOTE: ALTHOUGH EMBASSY FILES SHOW A COPY OF A DRAFT MEMORANDUM OF UNDERSTANDING PREPARED BY EMBASSY AND TRANSMITTED TO OGANESYAN UNDER A LETTER FROM MELENCAMP DATED JUNE 18, 1975, THERE WAS NO RECORD OF A WRITTEN RESPONSE FROM OGANESYAN. WHEN ASKED, HOWEVER, OGANESYAN CONFIRMED THAT MELENCAMP LETTER HAD BEEN

"ANSWERED" AND THAT DRAFT MEMORANDUM HAD BEEN ACCEPTED BY CHAMBER AS BASIS FOR COOPERATION WITH COMMERCIAL OFFICE.) THERE WAS ONE REA, HOWEVER, WHERE OGANESYAN FELT PRACTICE WAS NOT KEEPING WITH RULES; HE REFERRED TO THOSE INSTANCES WHERE HE SAID COMMERCIAL OFFICE HAD FAILED TO KEEP CHAMBER INFORMED FAR ENOUGH IN ADVANCE OF "COMPLTE DETAILS" SURROUNDING EACH S/ME TO BE HELD IN THE OFFICE. HE WAS SATISFIED THAT STANDARD SIX-MONTH ADVANCE NOTIFICATION OF USCO SCHEDULE OF S/ME EVENTS HAD BEEN ADHERED TO, BUT FELT THAT MORE DETAILED INFORMATION HAD TO FOLLOW IN ORDER FOR COOPERATION TO BE EFFECTIVE. SPECIFICALLY, OGANESYAN SAID CHAMBER NEEDED COMPLETE LIST OF PARTICIPATING U.S. FIRMS FOR EACH EVENT, INCLUDING CATALOGUES AND PRINTED BROCHURES DESCRIBING EVENT, AS SOON AS POSSIBLE AFTER NOTIFICATION HAD BEEN RECEIVED FROM USCO - AND IN NO CASE LESS THAN TWO MONTHS FROM DATE OF OPENING. OGANESYAN CLOSED THIS PORTION OF DISCUSSION WITH STATEMENT THAT ANOTHER LETTER SPELLING OUT THESE POINTS WOULD SEEM IN ORDER AND UNDERTOOK TO PREPARE IT.

3. BDO AT "MEDITSINSKAYA APPARATURA '77" IN TASHKENT: ECON/COUNS NOTED THAT WE HAD APPLIED FOR BDO/TRADE INFORMATION BOOTH IN TASHKENT SHOW BUT INITIAL SOUNDINGS FROM CHAMBER (REFTEL MOSCOW 19636) WERE THAT ONLY A BOOTH WITH EQUIPMENT DISPLAYED WOULD BE APPROVED. SINCE WE HAD NOT YET HAD EXPERIENCE IN STAGING EQUIPMENT EXHIBITS OUTSIDE OF MOSCOW, OGANESYAN WAS ASKED TO LOOK UPON OUR REQUEST TO MOUNT A BDO IN TASHKENT AS A NECESSARY FIRST STEP IN ACQUAINTING OURSELVES WITH PROBLEMS IN AREAS OUTSIDE OF MOSCOW. AFTER SOME DISCUSSION, OGANESYAN SAID THAT HE SAW NOTHING "UNNATURAL IN OUR PLAN" AND WOULD INSTRUCT HIS PEOPLE TO APPROVE OUR APPLICATION. (COMMENT: IN VIEW REFTTEL, WE WILL WAIT UNTIL APPROVED APPLICATION HAS BEEN RECEIVED FROM CHAMBER LIMITED OFFICIAL USE

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BEFORE ASSUMING WE ARE OUT OF WOODS ON THIS ONE.)

4. ALLOCATION OF SPACE FOR ELEKTRO 77 AND CHEMISTRY 77: OGANESYAN WAS TOLD THAT ALTHOUGH WE HAD APPLIED FOR SPACE FOR BOTH EVENTS, AND ACCEPTED, SPACE ALLOCATION HAD YET TO BE RECEIVED FROM CHAMBER. WE SAID WE WERE AWARE THAT DEADLINE FOR CHAMBER APPROVAL (JAN 20 FOR ELEKTRO) WAS STILL SEVERAL WEEKS AWAY, BUT WE NEEDED EARLIER WORD THAN THAT FOR PLANNING PURPOSES. OGANESYAN REPLIED THAT OUR REQUEST SEEMED REASONABLE AND UNDERTOOK TO LOOK INTO OUR APPLICATIONS AND ADVISE US SOON ABOUT OUR SPACE ALLOCATIONS TO THESE TWO INTERNATIONAL EXHIBITIONS.

5. RESPONSIBILITY FOR MAILING OUT INVITATIONS: OGANESYAN SAID THAT WE STILL WERE NOT "SEEYING EYE TO EYE" ON THIS QUESTION. HE REVIEWED DESIRABILITY OF CHAMBER'S MAILING OUT MOST INVITATIONS TO COMMERCIAL OFFICE EVENTS AS WELL AS ASSISTING IN TRANSLATIONS OF INVITATIONS INTO RUSSIAN TO AVOID "ERRORS". HE RECOGNIZED THAT EMBASSY AND USCO STAFF ALREADY "KNEW MUCH" ABOUT SOVIET

INDUSTRY AND END-USER MINISTRIES, BUT SUGGESTED THAT CHAMBER OFFICIALS, AS SOVIET CITIZENS, KNEW MORE. IMPLICATION WAS THAT BY SENDING ALL INVITATIONS OUT THROUGH CHAMBER BETTER AND WIDER ARRAY OF PEOPLE WOULD SOMEHOW BE REACHED. ECON/COUNS EXPLAINED THAT WE NEEDED FLEXIBILITY IN MATTER OF INVITATIONS BUT AGREED IN FUTURE THAT WE WOULD LET CHAMBER KNOW TO WHICH MINISTRIES AND END-USERS WE HAD SENT OUT INVITATIONS DIRECTLY, AND HOW MANY PERSONS WERE INVITED IN EACH CASE. OGANESYAN SEEMED AGREEABLE TO THIS, AND DID NOT PRESS MATTER FURTHER.

6. COMMENT: OGANESYAN WAS EXCEEDINGLY CORDIAL THROUGHOUT NINETY-MINUTE MEETING, AND SEEMED ANXIOUS BOTH IN WORD AND ACTION TO APPEAR FORTHCOMING WITH OUR CONCERNS. AS HE HAS DONE IN THE PAST HE SAID HE UNDERSTOOD PROBLEMS WHICH WE SOMETIMES RUN INTO IN OBTAINING FIRM LISTS OF PARTICIPANTS IN OUR TRADE EVENTS, ALONG WITH LITERATURE BUT NONETHELESS EXPRESSED HOPE THAT WE COULD DO BETTER IN FUTURE IN PROVIDING FULLER INFORMATION TO CHAMBER ON EACH EVENT AT LEAST TWO MONTHS IN ADVANCE. WHILE WE DO NOT CONSIDER LIMITED OFFICIAL USE

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OGANESYAN'S REQUEST TO BE UNREASONABLE, WE STATED THAT THIS WOULD BE AN IDEAL (NOT REALISTIC) SITUATION FOR US BOTH BUT PERHAPS A MIDDLE ROAD COULD BE REACHED. WE TRUST THAT WITH NEW BACK UP TEAM IN TPD WE WILL BE ABLE CLOSELY TO ADHERE TO OPTIMUM SCHEDULE PUT FORTH IN "POST'S ACTIONS, TECHNICAL SALES SEMINARS, SEMINAR/MIN-EXHIBITS" IN ORDER TO ALLEVIATE ANY PRESSURES PUT ON US FROM CHAMBER AND RESULTANT PROBLEMS. THERE HAS BEEN IMPROVEMENT IN THIS AREA AND WE WILL DO WHAT WE CAN TO KEEP TREND GOING.  
MATLOCK

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## Message Attributes

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